

## Message Text

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43

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 XMB-04 AID-05 FRB-01 L-02

SSO-00 TRSE-00 /032 W

----- 012218

O R 131725Z JAN 75

FM AMCONSUL DOUALA

TO SECSTATE WASHDC IMMEDIATE 0862

INFO USDOC WASHDC

AMEMBASSY YAOUNDE

UNCLAS DOUALA 0025

OPIC FOR HENDERSON

COMMERCE FOR VOTTA

FCIA FOR COORS

E.O. 11652: N/A

TAGS: BEXP, CM

SUBJECT: FOREIGN BUYER PROGRAM: GILBERT LONGUE

REF: STATE 006616

1. I REVIEWED CURRENT STATE EQUIPMENT PURCHASE AND LONGUE-LAMB PROJECT 1/13 WITH LONGUE AND BESONG. LONGUE AND CONSULATE APPRECIATE HENDERSON AND VOTTA ASSISTANCE IN ATTEMPTING FIND SOLUTION CHICKEN OR EGG PROBLEM ON LONGUE EQUIPMENT FINANCING PROBLEMS (REFTEL). LONGUE WISHES KNOW IF NORMAN SPRINGATE PRELIMINARY FEASIBILITY STUDY WILL FURNISH COMPLETE FINANCIAL DATA AND PROPER FINANCIAL HISTORY REQUESTED REFTEL?

2. ON LONGUE-LAMB JOINT PROJECT: LONGUE TODAY RECEIVED FOLLOWING TELEGRAM FROM LAMB:

"HYSLOP AND ROUBICEK OF SPRINGATE ASSOCIATES IN MY COMPANY PRESENTED THE PRELIMINARY FEASIBILITY STUDY COVERING YOUR COMPLETE PROJECT TO CLAUDE SOUDAH VICE PRESIDENT INTERNATIONAL  
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OF SEATTLE-FIRST NATIONAL BANK.

"HE HAS PROMISED TO HAVE PRELIMINARY PLANS FOR FINANCING THE COMPLETE FIVE MILLION SIX HUNDRED THOUSAND DOLLAR PROJECT IN LOGICAL STEPS THROUGH THE EXIM BANK - OPIC AND OTHER SOURCES READY FOR YOUR CONSIDERATION JAN. 20TH.

"CAN YOU BE AVAILABLE FOR THE MEETING IN SEATTLE?"

3. LONGUE PREPARED GO SEATTLE JAN 20TH MEETING IF IN HENDERSON JUDGEMENT MEETING WILL SIGNIFICANTLY ADVANCE JOINT PROJECT. HOWEVER, AFTER THREE TRIPS TO U.S. AND NUMEROUS FOLLOW-UP TELEGRAMS, LONGUE APPREHENSIVE THAT HE WILL BE CONFRONTED WITH ANOTHER FNBW SITUATION. HE PARTICULARLY WISHES ASCERTAIN IF PRELIMINARY FEASIBILITY STUDY CONTAINS SUFFICIENT INFO ENABLE OPIC, FCIA, AND/OR EXIM BANK UNDERTAKE ORDERLY PROCESSING OF APPLICATION. IF NOT, THEN WISHES KNOW WHAT ADDITIONAL INFORMATION REQUIRED AS HE WOULD LIKE BE ABLE FURNISH IT, IF POSSIBLE, WHEN HE COMES.

4. IF ADDITIONAL INFO REQUIRED, THEN WHAT IS LATEST DATE LAMB-SOUDAH-LONGUE MEETING CAN BE SCHEDULED PRIOR DEPARTURE OF LAMB?

5. APPRECIATE IMMEDIATE RESPONSE AS LONGUE MUST DEPART AM 1/18 IN ORDER MAKE MEETING (FYI: LONGUE ETA SEATTLE 1500 (1/19 VIA PA 121).  
MITHOEFER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 JAN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Review Transfer Date:**  
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**Subject:** FOREIGN BUYER PROGRAM: GILBERT LONGUE  
**TAGS:** BEXP, CM  
**To:** STATE  
**Type:** TE  
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